

ScaleUp America Initiative

The SBA's ScaleUp America Initiative is designed to help small firms with high potential "scale up" and grow their businesses to allow them to provide more jobs and have a greater economic impact, both locally and nationally.

What is the ScaleUp America Initiative?

The SBA has structured the ScaleUp America Initiative community-focused initiative with local entrepreneurial ecosystems in mind: a key emphasis of the program is building and strengthening entrepreneurial networks within a particular community, so that firms can grow by leveraging and complementing the existing resources and expertise in their areas.

What kinds of support does the initiative provide?

The ScaleUp initiative functions by supporting communities' efforts to deliver cohort-based intensive assistance to established high-potential small businesses and entrepreneurs that are primed for growth beyond the start-up or early stages. The initiative provides funds to organizing entities in local communities to do the following:

- deliver a proven entrepreneurship education curriculum for growth-oriented entrepreneurs & small businesses; provide on-going 1-on-1 support,
- provide mentoring and technical assistance;
- facilitate connections to growth capital; and
- identify opportunities to build and strengthen connections and networks in their community.

How is the ScaleUp initiative implemented?

Content: ScaleUp is delivered by community partners. These organizing entities take many forms: recent awardees include economic development corporations, Small Business Development Centers and private firms (see below for more information on the inaugural group of awardees). Note, however, that this solicitation is not a funding opportunity for small businesses seeking direct assistance with their businesses.

Pro Tip: Each community that receives a ScaleUp America award is responsible for selecting the small business owners who will participate in the Program.

The Four ScaleUp Components

Entrepreneurship Education Curriculum:



Delivery of a proven, existing curriculum for growth-oriented entrepreneurs

and small businesses, with the curriculum focused on the unique challenges of scaling established businesses, and which allows participants to develop a growth strategy that addresses topics such as, but not limited to process, strategy, financing, marketing, human resources, leadership, contracting and market/product development plans.

Management Assistance & Support:



On-going one-on-one support, mentoring and technical assistance, such as, but not

limited to providing data-driven market research analysis, business strategy development; assistance with increasing sales and identifying strategic partners, etc.;

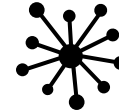
Access to Capital:



Assistance and connections to growth capital, such as, but not limited to assisting with loan

package preparations, organizing matchmaking events with local lenders and funding streams, facilitating business pitch events to angel and venture funds

Connections:



Opportunities to build and strengthen connections and networks, such as, but not limited

to instituting CEO roundtables, forming advisory boards, matchmaking events with potential joint venture partners and regional manufacturers/suppliers, local federally funded resource partners, etc.

Current ScaleUp Awardees

- **StartUp Tucson**, Community of focus: Tucson, Ariz.
- **University of North Florida**, Community of focus: Jacksonville Metropolitan Statistical Area (MSA), Fla.
- **University of Missouri - Kansas City**, Community of focus: Kansas City
- **Women's Business Development Center**, Community of focus: Aurora, Ill.
- **Your Management Team, Inc.**, Community of focus: Central Ohio
- **Supply Chain Visions LLC**, Community of focus: Roanoke, Va.
- **Supply Chain Visions LLC**, Community of focus: Greater Portland, Maine
- **Advantage West Economic Development Group**, Community of focus: Western North Carolina

